

Appendix A

Materials Used in the Experiment (EN)

A.1 Instruction Sheet

Instruction sheet

ID No: _____

Welcome to this study on decision making. This study will last about 60 minutes. Please note that you are not allowed to communicate with anyone except the assistant. You will receive compensation for your participation, which will be based on the decision you make in the study. Your compensation will be paid to you in cash and in private at the end of the study.

You have been given an envelope with 3 items - an instruction sheet, a claim card and an endorsement letter from the beneficiary of this study. The instruction sheet is the one that is currently being read aloud.

Each of you has been assigned an ID number which can be found on the envelope. The last two number of this ID number is the same as your seat number and the seat table with all the seat numbers are on the blackboard. Throughout the study, we will identify you with your assigned ID number and keep your real name confidential.

You will have to make a series of allocation decisions under different plans and endowments. We will explain the plans to you as the study proceeds. Given each endowment, you will have to decide how much of it will be allocated as donations (put under “DONATE”) and be kept for your own use (put under “KEEP”). Please note that you are doing a real donation. The amount you allocate to “DONATE” will be given to a real charitable project. And the amount left for “KEEP” will be paid to you in cash as the compensation. You will find the compensation-binding decision by picking a card by yourself at the end of the experiment.

After you have made all the allocation decisions, there is a survey of particulars for you to complete before the closure of the experiment. Then you can proceed to the compensation one by one.

A.2 Allocation Decision Sheet

A.2.1 No Reporting

Allocation Decision Sheet

ID No. _____

In these particular decisions, we will not announce your individual donations.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.2 Exact Reporting

Allocation Decision Sheet

ID No. _____

After all participants have made their decisions, we will announce the exact amount of donation that each of you have made.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.3 Category Reporting 1

(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥30—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥5 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will ANNOUNCE our donor list of “STAR DONOR” and your category will be known to all.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.4 Category Reporting 2

(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥40—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥8 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will ANNOUNCE our donor list of “STAR DONOR” and your category will be known to all.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.5 Category Reporting 3

(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥20—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥16 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will ANNOUNCE our donor list of “STAR DONOR” and your category will be known to all.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.6 Category Reporting 4

(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥15—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥12 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will ANNOUNCE our donor list of “STAR DONOR” and your category will be known to all.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.7 Category No Reporting 1
(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥15—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥12 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will NOT reveal our donor list to anyone of you but keep the record confidential.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.8 Category No Reporting 2

(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥40—¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥8 —¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will NOT reveal our donor list to anyone of you but keep the record confidential.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.9 Category No Reporting 3 (Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥20 — ¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥16 — ¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will NOT reveal our donor list to anyone of you but keep the record confidential.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.2.10 Category No Reporting 4
(Categories are randomly assigned)

Allocation Decision Sheet

ID No. _____

If you donate ¥30 — ¥50 with the endowment of ¥50, you will be categorized as a “STAR DONOR” in our donor list.

If you donate ¥5 — ¥20 with the endowment of ¥20, you will be categorized as a “STAR DONOR” in our donor list.

We will NOT reveal our donor list to anyone of you but keep the record confidential.

Please decide how much you will donate and how much you will keep given different endowments.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

A.3 Survey Form

Survey of Particulars

(conducted ex-post when participants have made their decisions)

ID No: _____

Gender: M / F

Faculty:

Year: 1 / 2 / 3 / 4 / G1 / G2 / G3

		1	2	3	4	5
		Strongly Disagree			Strongly Agree	
1	You are a frequent donor to the charity institutions.					
2	You have heard of the practice of category reporting plan adopted by some charities.					
3	You would prefer having your donating behavior known to the public.					
4	You would prefer having your donation amount known to the public.					
5	You believe the charity will receive the amount you donate out of your endowment.					
6	The charity is deserving of your support.					

Suppose that there are 4 different reporting plans adopted by the charity.

A. **No Reporting**, under which they keep the donations confidential;

B. **Exact Reporting**, under which they report the exact amount of donations the donors have made;

C. **Category Reporting**, under which they reporting the donors' donations with a category;

D. **Category No Reporting**, under which they do not report on the category though there is one.

Please rank the four plans according to your preference: 1_____2_____3_____4_____

8. Given an endowment of S\$100 and a **category reporting plan**, what do you think a minimum category amount for a "STAR DONOR" should be? _____

A.4 Endorsement Letter from the Beneficiary (English Translation)

Dear participants,

Welcome to this decision-making experiment on donating behavior. As the beneficiary of this experiment, we'd like to express our sincere gratitude for your support and cooperation. As promised, all the donations collected from this experiment would be accepted by "Fudan Students Home".

"Fudan Students Home" was established in September, 2005. It is a voluntary student's organization in the charge of the student union. Members of it are those who obtain the subsidy from university for their study. "Fudan Students Home" offers training, guidance and other services for students and encourages them to participate in social activities and develop their skills and abilities. The donations received will be used for the Home's operation expenses, and the organization for activities for its members.

We sincerely hope that you can make serious decisions in this experiment, and help those students with financial problems on the campus. Thank you very much.

Yours sincerely

Fudan Students Home

Appendix B

Materials Used in the Experiment (The Original Chinese Versions)

B.1 Instruction Sheet

说 明

各位同学，大家好，欢迎参加这次行为决策研究项目。本次实验大约60分钟。在实验进行过程中，你们不能和其他参与者进行任何形式的交流，如有问题可以向助教提出，我们会单独为你解答。实验结束后，你们将得到一笔报酬，该报酬取决于你们在实验中所做出的决策。

你们手头的信封里共有三份文件，其中一张说明，一张受益方发出的合作信，还有一张报酬卡。“说明”就是现在被念出的文件。

你们每人都被随即安排了一个ID号码，你们可以在信封内的文件上找到它。ID号码的最后两位就是你们的座位号，和黑板上所表面的座位号相对应。在整个实验中，你们的真实姓名和身份是保密的，我们将以座位号识别每个参与者。

在本次实验中，你们将在不同的条件下做出一系列分配决策。具体来说，你们将被给予2个ENDOWMENT，20元和50元。在每个ENDOWMENT下和相应附加条件下，你们做出决定将捐赠出多少，自己保留多少。请把决定捐赠的金额写在“DONATE”栏下，把决定自己保留的金额写在“KEEP”栏下。

请注意你们所做的是一次真正的捐款。你们决定捐出的款项将送到本次研究项目的指定受益方，用于慈善活动的组织。而你们决定留下的那笔款项，将成为你们的报酬。我们将通过抽签的方式决定哪一个决策会成为绑定决策。

所有的决策完成后，你们还将填一张简单的调查问卷。完成以后便可在我们的指示下凭报酬卡领取报酬。实验就此完毕。

B.2 Allocation Decision Sheet

B.2.1 No Reporting

分配决策表

ID No. _____

说明：这是一次匿名捐赠。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.2 Exact Reporting

分配决策表

ID No. _____

说明：在所有参与者昨晚捐赠决策之后，我们将抽签决定一个绑定决策，公布每一个参与者捐赠的具体数额。

请指明你将捐赠多少，自己保留多少。.

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.3 Category Reporting 1 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥30—¥50之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥50)

如果你的捐款在¥5—¥20之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥20)

我们会在决策结束后**公布**“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.4 Category Reporting 2

(Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥40—¥50之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥50)

如果你的捐款在¥8—¥20之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥20)

我们会在决策结束后**公布**“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.5 Category Reporting 3 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥20—¥50之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥50）

如果你的捐款在¥16—¥20之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥20）

我们会在决策结束后**公布**“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.6 Category Reporting 4 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥15—¥50之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥50）

如果你的捐款在¥12—¥20之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥20）

我们会在决策结束后公布“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.7 Category No Reporting 1 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥15—¥50之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥50）

如果你的捐款在¥12—¥20之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥20）

我们不会对外公布这次捐款产生的“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.8 Category No Reporting 2 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥40—¥50之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥50)

如果你的捐款在¥8—¥20之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥20)

我们不会对外公布这次捐款产生的“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.9 Category No Reporting 3 (Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥20—¥50之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥50）

如果你的捐款在¥16—¥20之间，你将成为我们的“明星捐款人”。（ENDOWMENT = ¥20）

我们不会对外公布这次捐款产生的“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.2.10 Category No Reporting 4
(Categories are randomly assigned)

分配决策表

ID No. _____

说明：

在这次捐赠中，

如果你的捐款在¥30—¥50之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥50)

如果你的捐款在¥5—¥20之间，你将成为我们的“明星捐款人”。 (ENDOWMENT = ¥20)

我们不会对外公布这次捐款产生的“明星捐款人”名单。

请指明你将捐赠多少，自己保留多少。 .

Allocation Decision	Endowment	Donate	Keep
1	¥50		
2	¥20		

B.3 Survey Form

调查问卷

ID No: _____

性别： 男 / 女

院系：

年级: 1 / 2 / 3 / 4 / 研1/ 研2 / 研3

1 2 3 4 5

强烈不同意

强烈同意

1	你经常参加慈善捐赠					
2	你听说过category reporting 的做法					
3	你希望你的捐赠行为公开化					
4	你希望你的捐赠金额公开化					
5	你相信该受益方会收到你的捐赠					
6	你认为该受益方值得你的支持和帮助					

慈善机构对于捐赠者的捐款有以下四种认可方式

A. **No Reporting** 对捐赠者及其捐款完全保密，不向公众公开

B. **Exact Reporting** 公示捐款人及其确切捐款数额

C. **Category reporting**将捐款人按捐款金额分类，按分类公开捐款人的身份

D. **Category without Reporting** 将捐款人按捐款金额分类，但不公开这个分类

作为捐款人，请按你的偏好排列这四种方式：1) ___ 2) ___ 3) ___ 4) ___

8. 给定100元，你认为进入“明星捐款人”这个类别至少应该捐出_____元。

B.4 Endorsement Letter from the Beneficiary

亲爱的同学：

你们好。

欢迎你们参加这次由新加坡国立大学经济系研究学者进行的捐赠行为决策研究项目。作为该项目的指定受益方，我们真诚地感谢你们对这项研究活动的支持与合作。在这次研究活动中，你们决定捐出的款项将全部用于复旦学院“助学成长之家”。

“助学成长之家”成立于2005年9月，是复旦学院根据学工部“双助计划”精神成立的学生志愿服务组织，参与对象是所有获得助学金的同学。“助学成长之家”为学生提供培训、指导和成才服务，鼓励学生参加公益实践，学会感恩，回报社会，同时锻炼自身能力，全面成长。此笔款项将用于“助学成长之家”的日常建设和支持学生外出参加社会实践和参观考察等活动。

我们诚挚地希望你们可以在这次研究活动中做出慎重的决定，用于支持经济困难学生的成长和发展。

非常感谢！

复旦学院助学成长之家

2008年4月24日

